

# MR

MIDWEST ROOFER

Midwest Roofing Contractors Association

SEPTEMBER 2019

TECHNICAL & RESEARCH:  
**THE SAFETY  
ISSUES WITH  
METAL  
FOLDERS**  
PG.36-39

# ARCA

2019 70TH ANNUAL  
**CON • EXPO**  
KANSAS

*CALLING  
ALL  
ROOFERS!*

# OVERLAND PARK

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# MRCA ROOFER OLYMPIC GAMES

## GET IN THE GAMES, AND COME TO

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SEPTEMBER 2019

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## President's Message

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# The MRCA 70<sup>th</sup> Annual Conference and Expo

*Kevin Gwaltney, MRCA President*

**I**t is the end of June as I sit down to write this column and the summer is in full swing. I recently traveled to Newport, Rhode Island to attend the summer MRCA Board and Committee Meetings and I am very pleased with the accomplishments of the meetings. The Technical and Research Committee put the final touches on and approved a study of low-rise foam used as ISO insulation adhesive, as well as a scrub test study of granule loss of SBS modified bitumen membranes. I look forward to the results at our Annual Conference in Overland Park, KS this November 20-22. The Safety Committee, along with ESC Safety Consultants, has revamped almost two hundred tool box talks that are getting ready to hit the street. They are in English and Spanish, easy to understand, short and to the point. The committee felt strongly about providing tool box talks that can be easily communicated and retained in the field. The Safety Committee is also working on putting together a short video series on common safety practices, such as “how to set a ladder” and “how to wear a personal fall arrest harness.” In the “YouTube” age of learning, this is another means to reach our industry with safety training. Finally, we spent much of our time planning for our upcoming convention. The schedule of events is set and I am excited to share with you that Daniel Comier, a mixed martial artist and UFC Champion, will be our keynote speaker. The Steep Slope Committee is putting on Steep Slope University which is jam-packed with education and networking opportunities. We will also be holding the 1st Annual Roofing Olympics with 4 events including Fastest Shingler, Fastest Pre-Taped Lap, Fastest Heat Welder, and Fast Fastener with the Gold Medal winner receiving \$1,000. I would encourage you to plan to attend the convention and bring your Fastest Roofer to compete!

I appreciate the support of our staff, directors and committees at our recent meetings. I feel it is important for the MRCA membership to understand that our Directors and Advisory Council are volunteers, spending their own resources trying to improve our industry we work in. However, time in Newport, Rhode Island was not all business. The group shared some downtime on a sailing excursion in the Narragansett Bay of the town of Newport and had cocktails in White Horse Tavern, America's Oldest Tavern, where George Washington used to do the same. The spouses went on a mansion tour of The Breakers, a summer home of the Vanderbilt's railroad fortune, followed by a trolley tour of the Newport area. As always, I truly enjoyed sharing time with industry colleagues that I share common struggles and successes with.

My roofing operation is hard at work facing the daily to-do lists of removing and installing roofs while dealing with the major challenge of more work than human resources to complete. Our company is fortunate to have assembled a team of talent that is willing and able to navigate the work schedule while remaining true to the company's core values of safety, quality, productivity, communication and teamwork. I am very appreciative of their efforts and thank them for their dedication.

Always stay safe and productive,

Sincerely,

Kevin Gwaltney  
MRCA President  
Diamond Roofing  
kevin@diamond-roofing.com



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# OFF THE ROOF *photo contest*

We want pictures of you and your Roofing Industry friends and associates spending time together! Business or leisure!



**THE WESTERN ROOFING EXPO AT PARIS - LAS VEGAS, NV**  
*Tracey Donels of KPost Company, Greg Bloom of Beacon, Rachel Garcia of Malarkey Roofing Products and Brian Cook of Dataforma*

Look who ran into each other at the Beacon and Tri-Build Party!



## INSTRUCTIONS

1. Post your photos to the MRCA Facebook page [facebook.com/mymrca](https://facebook.com/mymrca) or email to : [photos@mrca.org](mailto:photos@mrca.org).
2. Tag the people and add the event name in the description
3. One photo will be selected each month to be featured in MR Magazine!

# SEND US YOUR PICS!





Gary Auman, MRCA Legal Counsel

## Update of Heat Stress and OSHA

It appears that the mandate for employers in the construction industry to provide heat illness protection to their employees is, if anything, more confusing than it had been after the decision of the Occupational Safety and Health Review Commission (OSHRC) in the Sturgill Roofing case. Some individuals claim that the Sturgill decision will effectively prevent OSHA from enforcing heat illness prevention under the General Duty Clause, while others claim that OSHA is ready to propose or issue a new standard on heat illness prevention. Both are merely rumors, and I think I can safely say that neither is accurate. But I hope the following comments will put both “rumors” to rest, and clear up any misunderstanding about what the Sturgill decision did (and, importantly, did NOT) say.

First, a brief reminder about the General Duty Clause. This language is found in Section 5(a)(1) of the Occupational Safety and Health Act of 1970. The General Duty Clause requires all employers to “provide a place of employment for its employees free of recognized hazards that are causing or likely to cause death or serious physical harm”. This is unlike standards that are promulgated under the authority of Section 5(a)(2) of the act that require employers to take certain specific actions with regards to its activities. The General Duty Clause addresses recognized hazards that are not regulated by any of the specific standards found in 5(a)(2).

On March 15, 2012 Judge Augustine, an OSHRC Judge out of the Denver office, issued a decision in a case titled *Secretary of Labor v. Post Buckley Schuh & Jernigan, Inc.*, finding that the hazard of heat illness is covered by the General Duty Clause. Without going into the facts of that case, Judge Augustine concluded that heat illness was a recognized hazard that was causing or likely to cause death or serious physical harm. He also found that the NIOSH criteria document lists five feasible steps an employer can take, and that Post Buckley Schuh & Jernigan could have taken, to prevent the fatality that occurred in that case. From that point forward, OSHA has been enforcing heat illness prevention against employers in the construction industry under the General Duty Clause.

Following Judge Augustine’s decision, OSHA issued a memo dated July 19, 2012 in which it stated that it had issued a directive to expedite heat related illness inspections and to issue citations. Its stated goal was to obtain swift abatement and reduce heat related illnesses and deaths. The memo referenced the National Oceanic and Atmospheric Administration (NOAA) Heat Index Chart. OSHA has also developed an app for smart phones, which can be used as a guide by employers to identify a situation in which remedial action is necessary by employers

to prevent heat illnesses.

The NIOSH Criteria Document referenced by Judge Augustine listed six steps an employer can take to prevent heat illnesses and fatalities. The six steps include:

1. Develop procedures to acclimatize new employees and employees who have been away from the workforce to a high heat index environment.
2. Develop work-rest regimens on each job site with a high heat index.
3. Provide cool water and encourage employees to drink five to seven ounces of fluid every fifteen to twenty minutes.
4. Provide a cool rest area in close proximity to the worksite.
5. Provide training to employees regarding the health effects associated with heat stress, the symptoms of heat induced illnesses and methods of prevention.

The sixth part of the NIOSH criteria document was to require the employer to determine the health of its employees and use that information to determine whether they could work in a high heat index environment. Judge Augustine correctly pointed out that there are other federal laws such as the ADA which prevent an employer from obtaining that information. Therefore, this item on the list could not be enforced.

OSHA continued enforcing heat illness prevention under the General Duty Clause following Judge Augustine’s decision. Then, in 2012, OSHA cited Sturgill Roofing under the General Duty Clause for not having a heat illness prevention program following the death of a temporary employee working for Sturgill. The matter was heard by an Occupational Safety and Health Review Commission Administrative Law Judge (ALJ) who affirmed the OSHA citation. Among other things, the judge concluded that Sturgill should have ensured that all employees consumed certain amounts of water on an appropriate schedule. The Review Commission (OSHRC) agreed to review the decision. Finally, on February 28, 2019 the Review Commission published its decision. The three commissioners voted 2-1 to overturn the ALJ’s decision affirming the citation.

The decision of the OSHRC has provoked quite a bit of comment. One attorney who was interviewed felt that the Review Commission decision essentially precludes OSHA from using the General Duty Clause to enforce heat illness protection. Other attorneys who practice in this area have taken a more studied approach. One commentator felt that the decision of the Review Commission was fact-specific. She feels (and I agree) that OSHA has not been precluded from using the General Duty Clause to protect employees from heat

illness. Both of the judges in the majority who voted to vacate the citation noted that they did not feel that OSHA had met its burden to prove the existence of a hazard and a feasible means of abatement. Both of these are criteria that must be proven to affirm a General Duty Clause violation. The ALJ's decision was a reflection of the mentality that the employer must have failed to provide a safe workplace because an injury/fatality occurred. The Review Commission has long rejected that argument, and did so again here.

As I discuss below, I feel that the OSHRC is using the Sturgill decision to put OSHA on notice of the Review Commission's concerns with OSHA's overuse (and perhaps improper use) of the General Duty Clause as an enforcement tool in many different situations, including but not limited to, heat illness prevention.

My take is that the Review Commission used this case to send a message to OSHA, that OSHA is overusing the General Duty Clause instead of promulgating specific OSHA standards. I have been advising and defending employers for forty-plus years in OSHA matters. I have dealt with quite a few General Duty Clause cases and reviewed many more. When the Occupational Safety and Health Act (the Act) was adopted into law, I believe Congress expected the General Duty Clause to be used by OSHA to protect employees until a specific standard could be promulgated. My belief has been buttressed by the language used by the Review Commission in footnote 9 in the Sturgill decision in which it stated:

"We note that when reviewing the history of cases in which the Commission has addressed the general duty clause, ... the Commission has from time to time changed its view as to the scope of the provision and what the Secretary must prove for each of its elements.... The general expectation was that once a hazard was identified through the general duty clause, OSHA would then engage in rulemaking to ensure the hazard was addressed by a standard. While practical considerations may have lead OSHA, over the years, to rely on the general duty clause in lieu of setting standards, the provision seems to have increasingly become more of a 'gotcha' and 'catch all' for the agency to utilize, which as a practical matter often leaves employers confused as to what is required of them."

I have always taken the position that OSHA standards are intended to put industry on notice of what is expected of it to protect employees. I believe that one of the reasons it takes OSHA so long to promulgate a new standard is the painstaking process which is required to get a proposed standard into a final rule. This process is intended to provide all stakeholders an opportunity to be involved in the process to ensure that not only are all safety and health concerns addressed, but that they are addressed in such a way as to require feasible remedial measures to protect employees.

I feel that the Sturgill decision is broader than the heat illness question alone. From its decision, the Review Commission appears to be chastising OSHA to some extent for overusing the General Duty Clause in place of specific rulemaking in general. As you are probably aware, OSHA has used the General Duty Clause to cite employers on workplace violence issues. It has

issued a directive to employers on distracted driving that it (OSHA) will cite employers under the General Duty Clause if the employer does not prohibit texting while driving. It is a virtual certainty that if an employee is seriously injured as a result of either scenario (workplace violence or distracted driving), OSHA will issue a citation to the employer under the General Duty Clause. But the circumstances of every case will differ, and employers will still be in the dark as to what specific steps they need to take to prevent such injuries. This lack of specificity (guidance) by OSHA, which could be overcome by standard setting, appears to be a driver in the Sturgill decision.

So, where does that leave employers in the area of heat illness protection? First, OSHA has not published an Advanced Notice of Proposed Rule Making (ANPRM) indicating an intention to promulgate a rule on heat illness protection. I can tell you that if and when OSHA does issue an ANPRM on heat illness protecting we will advise you of it and we will advocate for you, as your trade association, as the rulemaking proceeds.

Second, OSHA can and will continue to cite employers under the General Duty Clause for failing to protect employees from heat related illnesses. Sturgill has not changed this. What should you be doing as an employer to provide heat illness protection for your employees? Whether you are concerned with protecting your employees, avoiding a citation, or both, heat illness has been identified as a recognized hazard to employees, especially in construction. I suggest that you establish a heat illness prevention program. Further I suggest you strive to have your program follow the five components of the NIOSH criteria for heat illness protection listed above. Your program should be in writing and it should be the responsibility of supervisors and management to ensure compliance at each site.

In spite of the Sturgill decision, I feel OSHA will still be able to inquire as to the steps you are taking to protect your employees from heat illness during an inspection as long as they have a reasonable concern for the health of your employees. The one thing the Sturgill case did for employers is to require OSHA to specifically identify the heat illness hazard on any jobsite, to demonstrate that the employer's heat illness prevention program is not effective to prevent heat illness, and to prove that alternative and more effective steps are feasible for the employer. One additional step you might consider to enable you to demonstrate that you have an effective heat illness prevention program will be to have your program reviewed by your company doctor and to work with him/her to fine tune your program to make it an effective tool to protect your employees.

The preceding is just the tip of the iceberg, but it gives you a start. We at your trade association will continue to monitor OSHA rulemaking and we will take steps on your behalf, if necessary, to respond to any efforts by OSHA to set standards in heat illness prevention, workplace violence and distracted driving, the three areas currently being enforced by OSHA using the General Duty Clause.



# ON DECK *with Morgan*



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## 7 THINGS ABOUT MEGAN MILLER OF MIDWEST ROOFING CONTRACTORS ASSOCIATION

- *Megan Miller has spent her entire life in and around association management. Her Father, Bob Pope (MRCA's Executive Director,) sister, Valerie Pope (MRCA's Deputy Director,) and late grandfather, Granddad Ware all found their calling within the construction trade association management industry. "Some of our members have known me since I was a tiny baby," laughed Megan, "but officially I have been with our group for going on 20 years."*
- *As if working with family wasn't crazy enough, Megan's best friend since middle school, Rachel Pinkus, is a name that many will recognize as MRCA's Managing Director! "I feel very lucky to get to work with my family and friends. I can see why some might not think it's a great idea, but it works for us, and it means the world to me."*
- *Megan graduated from Wright State University with a degree in Psychology in the early 2000's. "I used to say that I didn't end up with a job in my field of study, but I realize more each year that what I learned in school is very applicable to association management."*
- *Megan and her husband Jake have a 13 year old daughter named Cloe, and live on a working grain farm 30 minutes north of Dayton. "My husband and I both work off-farm, but it's an important part of our lives. The farm is a legacy that began with his family several generations ago. Our daughter is the 5th generation Miller to live in the farm house."*
- *Another highlight of her life is her dog, Hank Miller. He is seen as a mama's boy and doesn't leave her side. She attributes this to frequently sneaking him table food. "Everyone thinks he loves me the most, but really I just always have snacks."*
- *In her spare time, Megan can be found heading out for a hike in the woods with Hank, fishing with Jake, or rooting for Cloe at the softball and soccer fields. She also volunteers for various athletic clubs within their community.*
- *Megan thinks MRCA is a great organization because, "it has the some of the most passionate and engaged leadership that I have ever seen in an association. There is a genuine ongoing effort to develop the benefits of MRCA membership so that it has undeniable value for each Member. There is a lot of pride amongst the Roofing Community, and the relationships run very deep. They take care of each other."*





# DISC: Changing Understanding

**Antonette Lucente, President of Blue Gill Consulting Group LLC**, will facilitate a DISC Assessment for all



registered attendees of the event taking place on Wednesday at 3pm during the MRCA Annual Conference in Overland Park, KS this year. Lucente, a certified behavioral analyst, has worked with the construction industry since 2003 and has presented on behaviors and other related topics all over the country. She is considered a thought leader in identifying underlying issues that hold individuals and organizations back. Lucente has addressed the Global Conference at the National Conference on Careers and presented at association annual meetings all over the country. Her work includes Engagement Surveys, Coaching and Training and intense Business Consulting.

**The assessment takes only 24 minutes** to complete yet the results could change your life. The test will be offered prior to the conference upon registration, at the conference, and following the conference so everyone attending will have the opportunity to participate and be evaluated. During the session, participants will learn the basic principles of DISC and how to apply to them, therefore, improving communication with others. The test results include a customized report for each respondent identifying **Strengths and Weaknesses, Tips on Communicating with Others, Do's and Don'ts of Communication, Personal Descriptors, Value to the Organization, Time Wasters, and Areas for Improvement.**

In the universal language of DISC, there is no good or bad. It is simply how each person is hard-wired. The DISC profile is the most effective way to understand oneself and how others prefer to communicate. Does a person prefer information given to them in a fast-paced manner or will the person respond better to a slower-pace? What will the new hire's value be to the organization? How will


one respond to an unpredictable environment? Imagine having the insight when supervising others or building a team to complete a project. What would it be like to be able to read a person's behavior when preparing for a tough sales call? Effective communication skills are essential for managing and working with other employees, securing new business or implementing safety policies. However, it is not enough to simply communicate; Today's employee needs to know how to flex their own style, read others' style and deliver the message they intend to finish the job well.

One's own preferred style of communication can be flexed to gain improved credibility and create opportunities for higher levels of productivity when working with others. Studies show those who have a greater understanding of behaviors, both their own and others, have improved collaboration skills in the workplace, a higher level of listening and achieve greater success in their careers.

In today's competitive workplace, engaging employees is critical. Studies have shown that only 32 percent of employees in the U.S. are engaged. Fifty-one percent of employees are disengaged and only 17 percent are actively engaged. With the intense worker shortage and high cost of hiring, not to mention the risk of injuries when a worker is disengaged, communication must improve.

Join us to improve your communication skills to more effectively deliver messages to employees and customers or send your team to improve the productivity of the whole group.

**The assessment will be available online prior to the session with an interpretation of the DISC assessment results at this session.**

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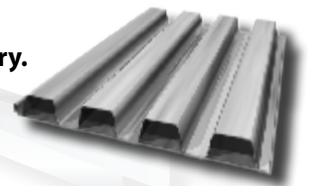
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70<sup>TH</sup> ANNUAL

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NOVEMBER 20-22  
OVERLAND PARK  
KANSAS 2019

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[WWW.MRCA.ORG](http://WWW.MRCA.ORG)

## Schedule AT A GLANCE

### Wednesday NOVEMBER 20<sup>TH</sup>

8:00 am–4:00 pm

Exhibitor Set-up

9:30 am–5:30 pm

Attendee and Exhibitor Registration

10:00 am–12:00 pm

Board Meeting including  
Orientation of New  
Directors (Closed Meeting)

11:00 am–1:00 pm

WinR Women in Roofing  
Luncheon (By Invitation Only)

1:00 pm–3:00 pm

DISC Session - Hosted by  
MRCA Women in Roofing

1:00 pm–6:00 pm

● CERTA Train-the-Trainer  
Course (Part 1) (Separate  
Registration)

3:00 pm–5:00 pm

● Young Contractors Council  
Service Project Session  
(Separate Registration)

4:00 pm–7:15 pm

#### Steep Slope University

(Separate Registration)

- Preferred Service Providers – Pros and Cons
- Xactimate – Better Business through Better Understanding of the Process
- Tax Code Issues and Business Organization Strategy
- Recruiting, Developing and Retaining Installers Installer Training Programs
- Insurance Coverage for Roofing Contractors – Are you Covered?
- Steep Slope Safety – Practical Strategies for Compliance

5:30 pm–7:30 pm

Past President's Dinner  
(By Invitation Only)

7:00 pm–7:30 pm

New Member and First  
Time Attendee Reception

7:30 pm–10:00 pm

● Young Contractors Council  
Fundraiser Welcome Party  
(Separate Registration)

### Thursday NOVEMBER 21<sup>ST</sup>

6:00 am–8:00 am

Breakfast Buffet for for  
OSHA and CERTA Class  
Attendees

6:30 am–4:00 pm

Attendee and Exhibitor  
Registration

7:00 am–10:00 am

Exhibitor Set-up

7:00 am–12:00 pm

● OSHA 10 Hour Training  
Course (Part 1) ENGLISH  
(Separate Registration)

7:00 am–12:00 pm

● OSHA 10 Hour Training  
Course (Part 1) SPANISH  
(Separate Registration)

7:00 am–12:00 pm

● CERTA Train-the-Trainer  
Course (Part 2) (Separate  
Registration)

7:30 am–11:30 pm

● CERTA Applicator  
Training (Part 1) (Separate  
Registration)

8:00 am

Continental Breakfast for All  
Attendees

8:00 am–9:15 am

Managing in an Uncertain  
Economy

9:15 am–10:30 am

Membership Meeting and  
Award Presentations

## 10:30 am–11:30 am

Keynote Speaker –  
UFC Champion, Daniel  
Cormier

## 11:45 am

EXPO Opening Ceremony

## 12:00 pm–4:00 pm

EXPO OPEN

### EXPO FLOOR CLASSROOM SPONSORED BY GAF

- 1:00 pm–Industry Intel with Helene Hardy-Pierce – GAF Sponsored Session
- 2:00 pm–Professional Sales Coaching with Marvin Montgomery - YCC Sponsored Session

## 5:00 pm–8:00 pm

MRCA Reception and Foundation Auction, Foundation Scholarship Award Winner Recognition and Live Auction

## Friday NOVEMBER 22<sup>ND</sup>

## 6:30 am–8:30 am

Breakfast Buffet for OSHA and CERTA Class Attendees and KRCA Board

## 7:00 am–12:00 pm

● OSHA 10 Hour Training Course (Part 2) ENGLISH (Separate Registration)

## 7:00 am–12:00 pm

● OSHA 10 Hour Training Course (Part 2) SPANISH (Separate Registration)

## 7:30 am–11:30 am

● CERTA Applicator Training Course (Part 2) (Separate Registration)

## 8:00 am–11:00 am

Kansas Roofing Association (KRA) Board Meeting (Closed Meeting)

## 8:00 am–10:00 am

### Low Slope University

- T&R Research Study
- NRCA Update with Mark Graham

## 8:00 am–11:00 pm

### Safety University

OSHA Mock Inspection, Informal Conference & Trial

## 10:00 am–2:00 pm

Expo Open and Roofing Olympics

## 11:30

Lunch on Trade Show Floor

### EXPO FLOOR CLASSROOM SPONSORED BY GAF

- 11:00 am – State of the Roofing Industry with Jennifer Long - GAF Sponsored Session
- 12:00 pm – SHARP Plus Safety Program and New App Launch
- 1:00 pm – Compliance with ES1 Perimeter Edge Requirements

### ● Separate Registration Fee

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[linkedin.com/company/midwest-roofing-contractors-association](https://linkedin.com/company/midwest-roofing-contractors-association)



#MRCA2019



# Special EVENTS

WEDNESDAY, NOVEMBER 20<sup>TH</sup>

## Young Contractors Council (YCC) Fundraiser Service Project

3:00 pm–5:00 pm

**Location: Overland Park Convention Center – Courtyard 1**

Much like our mentorship program, linking the newest generation of professional roofers to seasoned industry leaders, the YCC also focuses on linking communities to the roofing industry. We know that connecting with our community creates outreach to those who may never have been reached otherwise. Join us in “Spreading the Love” to the local community in Overland Park with a PB&J Project! In conjunction with KC Footprints, we’re bringing you a fun opportunity to give back to the Overland Park/Kansas City area. We will be making as many peanut butter and jelly sandwiches as possible which will then be distributed to local hungry families. This is a walk-in event, so join us anytime from 3-5. See you there!!



## First-Timer and New Member Reception

7:00 pm–7:30 pm

**Location: Sheraton Hotel - Leatherwood Pre-function**

This reception offers new MRCA members and first-time attendees to the MRCA Annual Conference & Expo the opportunity to meet the MRCA Board as well as others who are attending the conference for the first time. It is also an opportunity to receive information about MRCA, general information about the 2019 Annual Meeting, and a sneak peek at what is to come in 2020.

*Reception sponsored by*



## Young Contractors Council (YCC) Fundraiser Welcome Party and Monte Carlo Night!

7:30 pm–10:30 pm

**Location: Sheraton Hotel - Leatherwood Rooms (Separate Registration Required)**

Registration includes food, access to our open bar, and some gambling money to get you started. It also gets you a seat at any of our game tables for Texas Hold 'Em, Black Jack, Craps, and Roulette. Game tables will be hosted by professional dealers, and there will be trivia for those of you with mind skills. Cash in your chips at the end of the night for chances to win big in the bucket raffle. Deal yourself a night to remember and register now! The funds raised with your registration dollars will go directly to the MRCA Foundation's Scholarship Program.



Sponsored by



Beacon Roofing Supply



MRCA YOUNG CONTRACTORS COUNCIL PRESENTS

# Monte Carlo NIGHT

WEDNESDAY, 20<sup>TH</sup> OF NOVEMBER

FUN STARTS AT 7:30 PM

OPEN BAR ♦ PRIZES ♠ FOOD

BEST MONTE CARLO ATTIRE CONTEST!

SHERATON OVERLAND PARK HOTEL • 6100 COLLEGE BLVD. • OVERLAND PARK, KS 66211

**THURSDAY, NOVEMBER 21<sup>ST</sup>**

**Keynote Address, McCawley Award Presentation, MRCA Membership Meeting, and Passing of the Gavel**



**9:15 am –11:30 am**

**Location: Overland Park Convention Center – Ballroom B**

The Midwest Roofing Contractors Association is thrilled to announce that UFC Heavyweight Champion, Daniel Cormier, will be headlining the organization's 2019 Annual Conference, slated for November 20-22 in Overland Park, Kansas.

championships at Colby Community College before becoming an All-American and NCAA runner-up at Oklahoma State. He went on to become a six-time U.S national champion and finish fourth at the 2004 Olympics in the 96 kg weight class.



Daniel Cormier is a UFC veteran and one of the greatest heavyweight fighters in the organization's history. Cormier was the second fighter to ever hold belts in two weight classes simultaneously and the first to defend his title in both classes. He first joined the UFC in 2013 and has fought giants of the sport like Dan Henderson, Anderson Silva and Jon Jones. Cormier has had his greatest success against Anthony Johnson. He won the vacant light heavyweight championship against Johnson at UFC 187 and successfully defended the belt at UFC 210. Prior to joining the UFC, he had success as the Strikeforce Heavyweight Grand Prix Champion and King of the Cage Heavyweight Champion. Cormier has a background in college wrestling, winning two junior college national

Don't miss out! The keynote address takes place November 21st 10:30 am on Thursday in Ballroom B, and it's open to all attendees! So Register Now because you won't want to miss your chance to see Daniel "DC" Cormier and other Top Industry thought leaders at this year's Conference and Expo!

Prior to the Keynote, the Membership Meeting will feature the election of new Board Members and the Annual Passing of the Gavel Ceremony. Then we will recognize and celebrate the recipients of the prestigious James Q. McCawley Award.

All registered Attendees and Exhibitors are invited to attend.

**MRCA RECEPTION & FOUNDATION AUCTION - DANCING THROUGH THE DECADES PROM**

**5:00 pm–8:00 pm (7:00pm LIVE AUCTION)**

**Overland Park Convention Center (Ballroom C)**

**1001 Cass Street, Omaha, NE 68102**

Looking to maximize your Conference experience? Make sure you are one of the hundreds of attendees living it up at this Annual Conference celebration! The Reception and Auction are always a highlight of conference activity, and this event IS FREE TO ALL REGISTERED ATTENDEES AND EXHIBITORS. Enjoy the food, drinks, and online bidding while you see the faces you've looked forward to seeing since last year. The event finale will be the heart-pumping Live Auction. Big items, big dollars, and big smiles all to benefit the research and education efforts of the MRCA Foundation.

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# ARCA

70TH ANNUAL CON • EXPO  
KEYNOTE SPEAKER

## DANIEL CORMIER

UFC HEAVY WEIGHT CHAMPION  
UFC LIGHT HEAVY WEIGHT CHAMPION  
ESPY BEST MMA FIGHTER AWARD  
ESPN MMA FIGHTER OF THE YEAR  
STRIKEFORCE CHAMPION  
WORLD BRONZE MEDALIST  
TWO-TIME OLYMPIAN  
FIFTH IN WORLD CHAMPIONSHIPS  
FOUR-TIME U.S. WORLD TEAM MEMBER  
FIVE-TIME U.S. NATIONALS CHAMPION  
PAN AMERICAN GAMES GOLD MEDALIST  
NCAA RUNNER-UP AT OKLAHOMA STATE UNIV.  
NCAA DIVISION I ALL-AMERICAN  
NJCAA WRESTLING HALL OF FAME INDUCTEE  
NJCAA COLLEGIATE NATIONAL CHAMPIONSHIP  
NJCAA ALL-AMERICAN

**ARCA**  
2019 70TH ANNUAL  
CON • EXPO  
KANSAS

**NOVEMBER 21<sup>ST</sup>**  
OVERLAND PARK KANSAS





**WELCOME PARTY AT**

**6100 COLLEGE BLVD.  
OVERLAND PARK, KS 66211**

**MRCA YOUNG CONTRACTORS COUNCIL PRESENTS**

# Monte Carlo

# NIGHT

**WEDNESDAY, 20<sup>TH</sup> OF NOVEMBER**

**FUN STARTS AT 7:30 PM**

**JUST \$40 PER  
PERSON**  
REGISTER ONLINE  
TODAY AT  
[WWW.MRCA.ORG](http://WWW.MRCA.ORG)

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THE EVENT FOR BONUS GAMING  
MONEY AND A CHANCE TO WIN  
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**BEST MONTE CARLO ATTIRE CONTEST!**

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Registration includes food, access to our open bar, and some gambling money to get you started. It also gets you a seat at any of our game tables for Texas Hold 'Em, Black Jack, Craps, and Roulette. Game tables will be hosted by professional dealers, and there will be trivia for those of you with mind skills. Cash in your chips at the end of the night for chances to win big in the bucket raffle. Deal yourself a night to remember and register now! The funds raised with your registration dollars will go directly to the MRCA Foundation's Scholarship Program.

**QUESTIONS? CALL OR TEXT MEGAN AT 937-367-9126 OR EMAIL [MMILLER@MRCA.ORG](mailto:MMILLER@MRCA.ORG)**

# Educational SESSIONS

## WEDNESDAY, NOVEMBER 20<sup>TH</sup>

1:00 pm–3:00 pm

Overland Park Convention Center – Courtyard 3



### DISC Session - Hosted by the MRCA Women in Roofing

(Open to All Registered Attendees)



**Speaker:** Antonette Lucente, President of Blue Gill Consulting Group LLC

Lucente, a certified behavioral analyst, has worked with the construction industry since 2003 and has presented on behaviors and other related topics all over the country. She is considered a thought leader in identifying underlying issues that hold individuals and organizations back. Lucente has addressed the Global Conference at the National Conference on Careers and presented at association annual meetings all over the country. Her work includes Engagement Surveys, Coaching and Training and Intense Business Consulting. Antonette will facilitate a DISC assessment for all attendees who have chosen to take part in the DISC Assessment process. DISC is a behavior assessment tool based on the DISC theory of psychologist William Moulton Marston, which centers on four different personality traits which are currently Dominance, Influence (I), Steadiness, and Conscientiousness. The assessment will be available online prior to the session with an interpretation of the DISC assessment results at this session.



## THURSDAY, NOVEMBER 21<sup>ST</sup>

8:00 am–9:15 am

Overland Park Convention Center – Ballroom B

### Managing in an Uncertain Economy



**Speaker:** Connor Lokar, ITR Economics

Connor is an economist at ITR Economics™. He provides economic consulting services for small businesses, trade associations, and Fortune 500 companies across a spectrum of industries. His economic insight and forecasting experience play a

key role in ITR Economics' 94.7% accuracy rating. Connor specializes in applied research for business-cycle trend analysis, growth-cycle trend analysis, and the utilization of cyclical analysis at the business level.

Moving through the early stages of 2019, we are turning our attention to what the leading indicators are saying about the economy for the second half of 2019 and 2020. The clouds are darkening with respect to the US consumer and residential construction markets this year which will have consequences for commercial markets in 2020. There are business cycle changes that are reshaping the future, and there are policy actions that will have an impact on our future—and others that won't. The consumer drove the economy to its recent peak; attend and find out why we think the consumer is in a weakened position in 2019. Tariffs, global uncertainty, the stock market, B-to-B activity, and interest rates all have a part to play in the outlook and Connor will paint the picture so that NFBA members will walk away with a clear understanding how the economic environment will impact their business and their bottom line.

Walk away from this session with:

- A clear vision for the future for the US economy, consumer and construction markets
- Knowing what leading indicators matter
- Inflation expectations
- What could make the future look better and what could make it look worse
- How US debt and demographics will shape the 2030's
- Strategic objectives to apply to prepare for the future





1:00 pm –2:00 pm

Overland Park Convention Center – GAF Expo Floor Classroom(The Fishbowl)

## Current Trends in the Commercial Roofing Industry



**Speaker:** Helene Hardy-Pierce of GAF  
Helene Hardy Pierce is Vice President of Technical Services, Codes and Industry Relations for GAF, Parsippany, N.J. During this session, Helene will cover everything from roofing industry products to issues within the industry and evolving trends that are on the horizon.

Sponsored by:



2:00 pm–3:00 pm

Overland Park Convention Center – Expo Floor in the GAF Sponsored Classroom (The Fishbowl)

## How to Become a Trusted Advisor: Not a Sales Person



**Speaker:** Marvin Montgomery, The Sales Doctor  
For more than 30 years, Marvin Montgomery has earned widespread national recognition and praise for his informative, practical and stimulating programs that reflect his basic philosophy: "Preparation and practice are the keys to sales success." Marvin's captivating presentations have assisted hundreds of organizations to meet or exceed their sales goals using his training programs. Many of Marvin's clients have said that getting "Marvinized" has truly made a difference in their company and Marvin has become a mandatory part of company training. In this session, Marvin will teach attendees the three techniques to use to become that trusted adviser and not just a salesperson.

## FRIDAY, NOVEMBER 22<sup>ND</sup>

11:00 am –12:00 pm

Overland Park Convention Center – GAF Expo Floor Classroom (The Fishbowl)

## The State of the Roofing Industry



**Speaker:** Jennifer Long and John Arellano of GAF  
Long and Arellano will discuss the historical trends of the residential and commercial roofing markets and provide an

industry forecast for what you can expect in the coming years.

Sponsored by:



12:00 pm–1:00 pm

Overland Park Convention Center – On the Expo Floor in the GAF Sponsored Classroom (The Fishbowl)

## SHARP Plus Safety Program Updates and New Safety App Launch



**Speakers:**  
Naphis Mitchell-Reyes of Empire Roofing and Tom Whitaker of Harness

Come check out the new and improved

mobile safety app that is only for MRCA members. See how this app will take away your safety training recording headache! Training at the jobsite and digital record keeping make safety training quick and easy. With many toolbox topics at your fingertips you can address and train your employees within minutes.

Plus, join MRCA Board Member, Naphis Mitchell-Reyes, to look at the new toolbox talks and learn more about the upcoming plans of the MRCA SHARP Plus Program.

1:00 pm –2:00 pm

Overland Park Convention Center – GAF Expo Floor Classroom (The Fishbowl)

## Compliance with ES1 Perimeter Edge Requirements



**Speaker:** Mark Graham, Vice President of Technical Services for NRCA

Properly designing and specifying code-compliant edge-metal flashings is a relatively complex task and complicated by having to know which specific editions of the building code, ANSI/SPRI ES-1 and ASCE 7 are applicable. NRCA has developed guidelines for complying with building codes using ANSI/SPRI ES-1 to help roof system designers properly design and specify code-compliant edge-metal flashings. Don't miss this session where Mark Graham will review these guidelines.



#MRCA2019



# Roofing University SESSIONS



Separate Registration Required

## WEDNESDAY, NOVEMBER 20<sup>TH</sup> Beacon *Steep Slope University*



4:00 pm–7:15 pm

Overland Park Convention Center – Ballroom B

4:00 Welcome Reception and Overview of Topics and Experts

4:30 Roundtables

6:15 Roundtable Recap with Q&A

7:15 Event Concludes to Proceed to YCC Event

Some of the best ideas come out of the conversations that happen AFTER business hours! Settle in with a cold beverage and some comfort food for a series of rotating round-table discussions to tackle the issues that challenge your business every day.

You will have the opportunity to choose and participate in four twenty-minute small group discussions led by a topic expert professional. Each table will also have an MRCA Host who will take down the notes from the discussion. After the event all notes will be combined and distributed to SSU graduates as a reference book and resource guide so that you can gain insight into all the topics covered, not just the discussions you participate in!

At the conclusion of the event, the SSU Topic Experts will highlight the key takeaways from each of their discussions with the entire group before everyone heads out to the Young Contractors Council event to celebrate graduation!

Roundtable Topics Will Include:

- Steep Slope Safety: Practical Strategies for Compliance
- Preferred Service Providers: Pros and Cons
- Tax Code Issues and Business Organization Strategy
- Recruiting, Developing and Retaining Installers
- Insurance Coverage for Roofing Contractors: Are YOU Covered?

Sponsored By:  Beacon Roofing Supply

## FRIDAY, NOVEMBER 22<sup>ND</sup> *Low Slope University*

This year's Conference will also feature a Low Slope University covering topics specifically geared towards low slope and commercial contractors.

8:00 am–10:00 am

Overland Park Convention Center – Ballroom B

### Low Rise Foam Adhesive Research Project Report

8:00AM-9:00AM

Speaker: WJE & Associates

MRCA's Technical & Research Committee engaged WJE & Associates to conduct the first in a series of projects relating to the ultimate bond capacity of low rise foam adhesive used on polyisocyanurate insulation at various applied ribbon spacing.

Wiss, Janney, Elstner Associates is a global firm of engineers, architects, and materials scientists committed to helping clients solve, repair, and avoid problems in the built world. WJE engineers and materials scientists will be conducting the tests for MRCA at their own state of the art testing laboratory located in Northbrook, Illinois. At this session they will give details of the testing procedure and the results of the testing. There will also be a panel of the T&R Committee to discuss what the results could mean to MRCA Member contractors.

Come to this session and find out the facts about the performance of Low Rise Foam Adhesive.

### Update on Current Roofing Industry Technical Issues

9:00AM-10:00AM



Speaker: Mark Graham, Vice President of Technical Services for NRCA

You need to stay up to date with the latest technical information to ensure your company's success. Make sure to attend this one-hour session during which Mark Graham, NRCA's Vice President of Technical Services, will provide insider information into

current technical issues in the roofing industry and answer your questions.

This is a great way to keep abreast of technical developments and updates in the roofing industry.

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8:00 am–11:00 am

Overland Park Convention Center – Ballroom A1

### *Safety University*

### OSHA Mock Inspection, Informal Conference and Trial



Speaker / Moderator: Gary Auman of Auman, Mahan & Furry

Join us for this can't-miss session where we will explore the inevitable OSHA jobsite visit. We will have live actors taking us through what really happens when OSHA comes calling. There will be a Mock Inspection, Informal Conference, and finally the OSHA Hearing. Scripted from actual cases and lead by nationally known OSHA law attorney, Gary Auman, these scenarios will be acted out by our very own MRCA Board and Committee Members. This session is intended to take the mystery out of the dreaded OSHA visit, taking attendees through the Informal Conference (with recommendations as to: should I or should I not attend) to finding out the judge's ruling in this OSHA citation case. We will also cover some of the newer OSHA pre-citation inspections as well as some of the methods employed by the OSHA attorneys in preparing for the hearing and/or settlement.

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70<sup>TH</sup> ANNUAL  
*Expo & Conference*  
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**THE CONTRACTORS ADVOCATE.**  
NOVEMBER 20-22, 2019



# Special PROGRAMS

Location: Overland Park Convention Center - 6000 College Blvd. - Overland Park, KS 66211  
(Separate Registration required)

## Certified Roofing Torch Applicator and Train-the-Trainer (CERTA) Classes

(Separate Registration Fee)

The CERTA training program is ideal for contractors whose work involves torch applications. These programs train experienced roof system installers on the safe use of roofing torches used to apply polymer-modified bitumen roofing products. CERTA training shows how proper roof system configuration design and application techniques can result in fire-safe installations. These sessions include all meals and access to the Exhibit Hall.

### CERTA Train-the-Trainer Authorizations and Re-Authorizations

Wednesday, November 20<sup>th</sup>

- 1:00 pm – 6:00 pm - Part 1

Thursday, November 21<sup>st</sup>

- 7:00 am – 12:00 pm - Part 2

### CERTA Applicator Course

Thursday, November 21<sup>st</sup>

- 7:30 am – 11:30 am - Part 1

Friday, November 22<sup>nd</sup>

- 7:30 am – 11:30 am - Part 2

Sponsored by



## OSHA 10 Hour Training Course

(Separate Registration Fee)

The OSHA 10-hour course is intended to provide information needed to help foremen, supervisors, managers, superintendents, competent persons, safety staff, safety committee members, safety managers, and other employees be more aware of health and safety hazards so they can be avoided. The OSHA 10 hour training course also includes a brief overview of how the Occupational Safety and Health Administration (OSHA) functions and the rights of employers and employees. There are no prerequisites required to take the 10-hour training course.



### OSHA 10 Hour Training Course (English & Spanish Courses)

Thursday, October 21<sup>st</sup>

- 7:00 am – 12:00 pm - Part 1

Friday, November 22<sup>nd</sup>

- 7:00 am – 12:00 pm - Part 2

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# MRCA 70<sup>TH</sup> ANNUAL K S OVERLAND

5301

MUSEUM at PRAIRIEFIRE



AMERICAN MUSEUM OF NATURAL HISTORY



**INDUSTRY &  
SHARP PLUS SAFETY  
AWARDS**

**KEYNOTE  
SPEAKER**  
UFC HEAVYWEIGHT CHAMPION  
DANIEL "DC" CORMIER

**ROOFING  
UNIVERSITY**

# CON·EXPO

NOVEMBER  
20-22

# PARK

# CON·EXPO



[www.mrca.org](http://www.mrca.org)



SILENT  
AUCTION  
5PM-7PM

**MRCA**  
FOUNDATION

PRESENTS

LIVE  
AUCTION  
7PM

THURSDAY  
NOV 21<sup>ST</sup>

YOU GOTTA MAKE IT TO THE PARTY. IT'S GONNA BE A GAS!



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OVERLAND PARK KANSAS

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TO BENEFIT THE EDUCATIONAL PROGRAMS, INDUSTRY RESEARCH, AND ACADEMIC SCHOLARSHIPS FOR MRCA MEMBERS AND THEIR FAMILIES.

🌐 GO TO [MRCA.ORG](http://MRCA.ORG)'S FOUNDATION AUCTION TAB AND COMPLETE THE ONLINE FORM

☎ PHONE IN TO MEGAN MILLER AT 800-497-6722

✉ SEND AN EMAIL TO MEGAN AT [MMILLER@MRCA.ORG](mailto:MMILLER@MRCA.ORG)

NOTE: THE MRCA FOUNDATION IS A 501(C)(3) AND YOUR CONTRIBUTIONS AT THE AUCTION ARE TAX DEDUCTIBLE

# Exhibitors AND EXHIBIT HALL

Visit leading industry suppliers in the exhibit hall where they will showcase their products and services during the MRCA 70th Annual Expo. The exhibit hall is designed to allow you to meet face to face with vendors, view product demonstrations, and network with your peers. Connect with each exhibiting company to learn how they can help you grow your business!



**WEDNESDAY  
NOVEMBER 20<sup>TH</sup>**

**8:00 am–4 pm**  
Exhibitor Registration  
and Move-In

**THURSDAY  
NOVEMBER 21<sup>ST</sup>**

**7:00 am–10:00 am**  
Exhibitor Registration  
and Move-In

**12:00 pm–4:00 pm**  
Expo Open

**FRIDAY  
NOVEMBER 22<sup>TH</sup>**

**10:00 pm–2:00 pm**  
Expo Open and

Roofer Olympics  
**2:00 pm–7:00 pm**  
Exhibitor Move-Out



The Expo Floor will feature the GAF Sponsored “fishbowl” Classroom where attendees can find special educational sessions which are included in any of the full or daily registration fees. The GAF, Malarkey, OMG, and HAPCO sponsored Roofer Olympics will give attendees a chance to show off their Roofing Skills and possibly go home with the \$1000 Grand Prize! The Advanced Industrial Roofing, Hershey’s Metal Meister, Copper Development Association and Cidan sponsored Metal Shop will feature a full working metal shop complete with press breaks, a roll former machine, shear and soldering. Demonstrations will be happening throughout both days of the Expo. Last but not least, attendees won’t even have to leave the Expo floor to charge their phone or check their email thanks to the BEACON Sponsored Digital Lounge.

## 2019 EXHIBITORS\*

\* Exhibitor list is as of August 19, 2019

A.C.T. Metal Deck Supply	Franklin International	Resisto
ABC Supply Co Inc	GAF	RK Hydro-Vac Inc
Acculynx	GenFlex/Gaco	Roofers Coffee Shop
BCT Benefits	Georgia-Pacific Gypsum	Roofing Contractors Magazine
Beacon Roofing Supply	Gutterglove	ROOFMASTER PRODUCTS COMPANY
Beeline Purchasing	HAPCO Inc	S-5!
Berridge Manufacturing Co	Harness Software	SFY, LLC Solutions For You
Boral Roofing	HLL Mark	Sheffield Metals International
Carlisle SynTec Inc	IB Roof Systems	Sika Sarnafil Inc
CompanyCam	IR Analyzers / Vector Mapping	Siplast
Cordeck	Johns Manville	Slingshot
Dataforma Inc	Karnak Corporation	SOPREMA Inc
DaVinci Roofscapes	Leap	SPEC Building Materials Corp
DERBIGUM Americas, Inc.	Lester Building Systems	TAMKO Building Products Inc
Division 7 Sales, Inc	Malarkey Roofing Products	The Estimating Edge
D-MAC Industries	McElroy Metal Inc	Tremco Inc
Drexel Metals Inc	MetalForming Inc	Truck Utilities Inc.
Duro-Last Roofing Inc	OMG Roofing Products	United Union of Roofers Waterproofer and Allied Workers
Equipter	Petersen Aluminum Corp	
Firestone	Polyglass USA Inc	
FollowUp Power	Premier Claims	
Foundation Finance Company	Quad City Safety	

**For more information on exhibiting, sponsoring, or advertising, please contact  
RACHEL PINKUS, MRCA MANAGING DIRECTOR  
800.497.6722 / rpinkus@mrca.org**

**#MRCA2019**





# MRCA 70th ANNUAL CONFERENCE & EXPO

November 20-22, 2019

Overland Park, KS

## CONTRACTOR REGISTRATION FORM

(This registration form is for use by Contractors, Consultants, Specifiers, Code Officials, Engineers, Architects, and Insurance Agents.)

An online version of registration is available at [www.mrca.org](http://www.mrca.org)

Company Name \_\_\_\_\_

Full Name for Name Badge #1 \_\_\_\_\_ Unique Email (required) \_\_\_\_\_

Full Name for Name Badge #2 \_\_\_\_\_ Unique Email (required) \_\_\_\_\_

Full Name for Name Badge #3 \_\_\_\_\_ Unique Email (required) \_\_\_\_\_

Company Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_ Work Phone \_\_\_\_\_

**Member FULL Registration:** Includes Educational Sessions, MRCA Membership Meeting, Keynote Address, MRCA Welcome Reception and Foundation Auction, Meals, and Access to Exhibit Hall. (Excludes activities requiring **separate registration fees** below in **Section B**)



**Member Full Registration**  \$350

**Additional Member Full Registration\***  \$125

\*Discount is available only if registrants are from the same company. Also available to spouses or guests of the Member attending. Name badges will have same company name. The MRCA Member price is also being extended to (KRCA) Kansas Roofing Contractor Association Members.

**Non-Member Individual Full Registration**  \$550

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Check the day you will attend:

**1-Day Member Individual Registration**  \$75 Wednesday  \$175 Thursday  \$175 Friday

**1-Day Non-Member Individual Registration**  \$175 Wednesday  \$275 Thursday  \$275 Friday

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**Engineers, Architects, Insurance Agents:**

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FREE

\$550 per person

Subtotal Box A: \$ \_\_\_\_\_

### Activities Requiring Separate Registration Fee:

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(Includes Meals & Access to Exhibit Hall)

\$375 per person for MRCA, NRCA and KRCA (Kansas) Members

\$495 per person for Non-Members

#### CERTA Applicator Course

(Includes Meals & Access to Exhibit Hall)

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(Includes Meals & Access to Exhibit Hall)

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#### OSHA 10 Hour Training (SPANISH)

(Includes Meals & Access to Exhibit Hall)

\$195 per person for MRCA, NRCA and KRCA (Kansas) Members

\$300 per person for Non-Members

#### DISC Assessment

Wednesday, November 20th - DISC Assessment & DISC Session

\$ 65 per person

#### Young Contractors Council (YCC) Fundraiser Welcome Party

Wednesday, November 20th 7:30 - 11:00 PM at the Sheraton Hotel

\$40 per person

Subtotal Box B: \_\_\_\_\_



### Special Notes/Requests

- This is my First MRCA Conference & Expo
- I am 40 or under and interested in the Young Contractors Council
- I require special assistance onsite. Please contact me.
- I have a dietary preference for meals. Please specify: \_\_\_\_\_

**Total Payment Due:** Box A + Box B \$ \_\_\_\_\_

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**Cancellation Policy:** All cancellations must be received in writing. A \$15 processing fee applies to all cancellations. No refunds will be given after November 5, 2019. All refunds will be processed after the conference.

Mail completed form to: MRCA 7250 Poe Ave. Suite 410 Dayton, OH 45414; Email form to [info@mrca.org](mailto:info@mrca.org); Fax to 937-278-0317

# Registration INFORMATION

## SHOW LOCATION AND HOTEL

The 70th Annual MRCA Conference and Expo will be held at the Overland Park Convention Center and attached Sheraton.

### Overland Park Convention Center

6000 College Blvd.  
Overland Park, KS 66211  
www.opconventioncenter.com

### Sheraton Overland Park Hotel at the Convention Center

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Hotel Room Reservations can be made by calling **866-837-4214**. Or you can book your room online. Just go to [www.mrca.org/hotel](http://www.mrca.org/hotel) for the hotel room block link.

### Traditional Guest Rooms are \$ 155.00 ++ per night

Single/Double Room Rate allows for up to Two Adults and Two Children (0-17 years of Age) per room. Triple Rate would apply to Rooms occupied by 3 Adults over the Age of 18 and One Child (0-17 years of Age). Quad Rate would apply to Rooms occupied by 4 Adults over the Age of 18. No more than 4 Occupants per room allowed by Local Fire Occupancy Code.

Rates do not include applicable state and local taxes, currently 18.1%, or the following automatic or mandatory charges (e.g., resort charges): No automatic or mandatory charges are tips, gratuities, or services charges for employees, unless otherwise expressly stated.

Rates will be available 3 days prior and 3 days after the Event Dates indicated in the Room Block, subject to availability of guest rooms at the time of reservation.

**The ROOM BLOCK Cut-Off Date is 5:00 p.m. local time at Hotel on October 29, 2019..**

### Parking

On-site parking is Complimentary. Valet parking fee is \$14.00 daily. Parking for oversized vehicles is available in the north lot of the Overland Park Convention Center.

### Airport

Kansas City International Airport (MCI)  
Airport Phone: +1 816-243-5237

### Transportation

This **hotel does not provide shuttle service**. Estimated taxi fare: 70 USD (one way) Distance from Airport to Hotel: 36.1 miles S

## CONFERENCE REGISTRATION

**MRCA Member Companies** pay \$350 for the first registration and \$125 per additional attendee from the same company. Every registration includes entry to the exhibit hall as well as the MRCA Reception, Foundation Auction and Keynote Address. Additional Education is also available and priced separately on the Registration Form.

## HOW DO I REGISTER?

**Phone 800.497.6722** Get personalized support to register all company employees at one time.

**Fax 937.278.0317** Fax a separate registration form for each employee and send all forms together.

**Mail** Complete a separate registration form for each employee and mail them together.  
MRCA  
2077 Embury Park Rd.  
Dayton, OH 45414

**Online** [www.mrca.org](http://www.mrca.org)

### Exhibit Hall Only

Access to the exhibit hall is FREE for Contractors, Consultants, Specifiers, Code Officials, Engineers, Architects & Insurance Agents ONLY. Non-Member Suppliers, Manufacturers, Distributors, and Service Providers can enter the exhibit hall for a nominal fee of \$550 per person.

### Four Easy Ways to Register

**Online:** [www.mrca.org](http://www.mrca.org)

**Phone:** 800.497.6722

**Fax:** 937.278.0317

**Mail:** MRCA, 2077 Embury Park Rd.,  
Dayton, OH 45414

### Program Changes and Cancellations:

MRCA reserves the right to substitute speakers or to cancel and reschedule events due to any unforeseen circumstances. If MRCA must cancel a show, registrants will receive a full credit or refund of their paid registration fee. No refunds will be made for lodging, airfare, or any related expenses.

**Deductibility of Expenses:** Consult your tax advisor for information regarding the deductibility of registration and membership expenses.

Please feel free to contact Rachel Pinkus or Morgan Arwood with any questions or concerns 800-497-6722.

#MRCA2019





MIDWEST ROOFING CONTRACTORS ASSOCIATION 70th Annual Conference & Expo November 20-22, 2019 Overland Park, KS

COMPANY INFORMATION:

This Representative will be contacted for all program details, finalizing of booth personnel and for decorator/electrical needs. Please print or type.

Company Name (Exactly as you wish it to appear in Printed Materials and on Exhibit Sign) \_\_\_\_\_

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READ BEFORE SIGNING: Exhibitor's signature on this contract indicates acceptance of the Rules and Regulations provided with this contract and is an agreement to pay the total amount due. The person signing this contract on behalf of the exhibitor has the authority to do so and is responsible for employees' adherence to the Rules and Regulations. Signature: \_\_\_\_\_

Company and/or Product Description (Will be included on MRCA Website & Expo Mobile App (Can also be emailed to rpinkus@mrca.org)

Blank lines for company and/or product description.

PAYMENT INFORMATION:

Applications will be accepted as long as space is available. A signed contract is considered an agreement to pay the total amount due. To qualify for the Member Rate, the exhibiting firm needs to be an active member in good standing at the time of conference. If membership dues are not current, you will be billed at the higher rate.

Payment Schedule: 25% of the booth fee is due with the Exhibitor Contract if submitted before January 31, 2019. 50% of the booth fee must be submitted by April 30th and 100% is due by September 15th. Booth space must be paid in full before being permitted to set-up exhibit.

Space Cancellation: The space cancellation deadline is September 15, 2019, after which no refund will be made.

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Dayton, Ohio 45414

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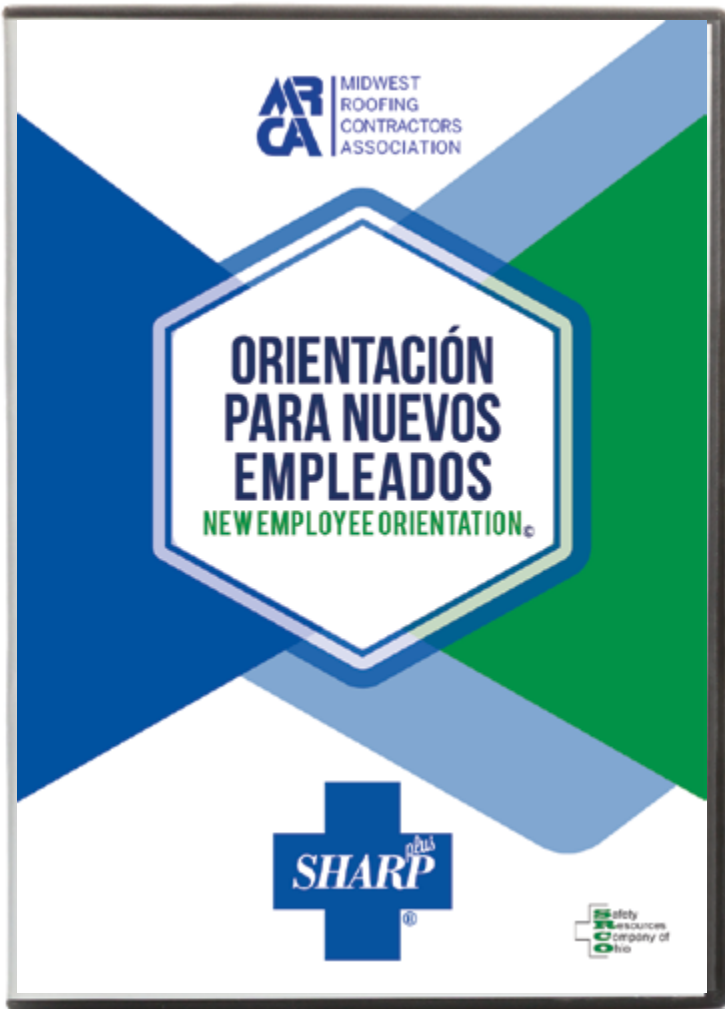
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## FIXED LADDER STANDARD CHANGES-



By Gary Auman and Kristi Gotwald



Protection from falls is very important for the safety of any business. According to OSHA, "Falls from ladders account for 20 percent of all fatal and lost work-day injuries in general industry." (<https://www.osha.gov/Publications/OSHA3903.pdf>.) It is with this in mind that OSHA published

new rules in November 2016 regarding fall protection in general industry. The rules involve several aspects of fall protection with varying timeframes for compliance. The first set of rules went into effect in November 2017 regarding training employees, providing equipment, and certifying permanent anchorage points. However, the second set of rules, which involve ladder safety, went into effect just a few months ago in November 2018.

Specifically, the changes affect fixed ladders, not portable ones. Fixed ladders are defined by OSHA as "a ladder with rails or individual rungs that is permanently attached to a structure, building, or equipment." (29 CFR § 1910.21(b).) Many businesses incorporate the use of fixed ladders in their work. Employers will want to be sure all fixed ladders are made compliant to the new rules or risk OSHA citations, as well as the safety of your employees.

There are really three stages for fixed ladders provided in the changes. If a business currently has a fixed ladder that is over 24 feet, they must now be equipped with a cage, well, personal fall arrest system or ladder safety system. This gives employers options for fall protection on existing fixed ladders. However, if a new fixed ladder over 24 feet has been installed since November 2018 or will be installed in the future, it must have a personal fall arrest or ladder safety system installed in addition to a cage or well. The option on how to provide fall protection to employees is being taken away over time by the new standard. Employers will no longer get to

choose, but rather must install personal fall arrest systems or ladder safety systems. Further, if a portion of a fixed ladder must be replaced, or has been replaced since November 2018 the new portion may not depend on a cage or well to satisfy fall protection. Rather, any new portions that are installed, whether as a replacement or an addition, must have a personal fall arrest or a ladder safety system. The final stage for implementation of the new standard for fixed ladders won't become effective for some time. In November 2036 all fixed ladders, no matter when they were installed or whether they have cages or not, must be equipped with a ladder safety or personal fall arrest system if the fixed ladder is over 24 feet. If any cages or wells remain on fixed ladders, they may remain, but they must not interfere with ladder safety or personal fall arrest systems. OSHA is letting industry know that cages and wells are no longer considered adequate to protect workers in the event of a fall.

What qualifies as a ladder safety system? According to an OSHA publication a ladder safety system is "a system attached to a fixed ladder designed to eliminate or reduce the possibility of a worker falling off the ladder. A ladder safety system usually consists of a carrier, safety sleeve, lanyard, connectors, and body harness. Cages and wells are not considered ladder safety systems." (<https://www.osha.gov/Publications/OSHA3903.pdf>.)

Safety needs to be every employer's top priority. The changes to these rules are intended to reduce fatalities and injuries due to falls when employees use fixed ladders, and were made with advances in technology and national consensus standards in mind. Do not forget that you still have an obligation to inspect any fixed ladder before it is used to ensure that it is in good condition and has no defects such as rust or other damage. Remember the OSHA standards change frequently and all employers must be aware how they affect their businesses and the safety of their employees.

# 2019 MRCA FOUNDATION AUCTION EVENT: DANCING THROUGH THE DECADES PROM

**When:** November 21, 2019 5:00 PM Central

**Where:** MRCA Conference and Expo – Overland Park Convention Center in Overland Park, KS

**Who's invited:** All MRCA Conference and Expo Registered Attendees and Exhibitors

**What to wear:** Something you would have worn to your original Prom

**Activities:** Nominations for Prom King and Queen, Recognition of Foundation Scholarship Winners, and Silent and Live Auctions

Get out your shiny shoes and hair products because you're going to prom! This is your chance to relive that magical night the way you wanted it to happen, or maybe this will be your first prom ever! Either way, you're in for a great time listening to all the hits from your generation with all your friends from the Roofing Industry. While you're rocking out, or bringing it in close for that slow dance, you will also have the opportunity **to bid on our silent and live auction items!** We're going back to our original auction style with written bids for your ease and enjoyment.

We are also excited to **recognize our 2019 MRCA Foundation Scholarship Recipients** at this event.

**Brandon Bartz - Roofmasters Roofing & Sheet Metal Co., Larned, KS**

**Mitchell Cooper - GAF, Apple Valley, MN**

**Kelly Gray - Academy Roofing & Sheet Metal Co., McCallsburg, IA**

**Morgan Helixon - KPost, Dallas, TX**

**Angela Hovdenes - Malarkey Roofing Co., Spearfish, SD**

**Matthew "Alex" Kilgore - Delta Roofing & Sheet Metal Corp., West Memphis, AR**

**Ben Krimpelbein - HNI Risk Services, Pewaukee, WI**

**Zachary Lieb - H & S Roofing Co., Inc., Ayrshire, IA**

**Samuel Mead - Diamond Roofing, Dodge City, KS**

**Morgan Patterson - CentiMark Corp., Canonsburg, PA**

**Landon Seibert - Fisher Roofing of Kearney, Kearney, NE**

**Cameron Tickeroof - Kalkreuth Roofing & Sheet Metal, Bridgeport, OH**

Some will be there in person, and some via video message thanking you for your support. Your contributions at the Prom and throughout the year support this program as well as our industry research and education initiatives.

Who keeps this party going? **Our generous auction item donors!** Want to donate to the auction so everyone knows you are serious about your support of the Roofing Industry?

**You can do this two ways:**

1. Go to [mrca.org](http://mrca.org) and you will find an option for the Foundation Auction under the Foundation tab. Here you will find an online form to submit your auction donation
2. You can also contact Megan Miller at [mmiller@mrca.org](mailto:mmiller@mrca.org), or call her at 800-497-6722 to make arrangements to donate.

All donations are due by October 30th, so don't wait! Get yours in now! All donors will be recognized at the event, on the MRCA website and on Facebook. All donations are tax deductible.





# Young Contractors linking communities to the Roofing Industry at MRCA's 70th Annual Conference and Expo

With this being the 70th Annual MRCA Conference and Expo, the YCC is gearing up for an epic kick off with our Fundraiser Welcome Party! From blackjack to roulette, prizes, and allllllll you can drink, you are guaranteed a good time at this casino-themed event! Join us for a night in Vegas...in Overland Park!

Much like our mentorship program, linking the newest generation of professional roofers to seasoned industry leaders, the YCC also focuses on linking communities to the roofing industry. We know that connecting with our community creates outreach to those who may never have been reached otherwise. Join us in "Spreading the Love" to the local community in Overland Park with a PB&J Project! In conjunction with KC Footprints, we're bringing you a fun opportunity



to give back to the Overland Park/Kansas City area. We will be making as many peanut butter and jelly sandwiches as possible on Wednesday, November 20th from 3-5 pm at the Overland Park Convention Center. These sandwiches will be distributed to local hungry families. This is a walk-in event, so join us anytime from 3-5. See you there!!



**INTERESTED IN JOINING THIS DYNAMIC GROUP OF FUTURE LEADERS?**

Visit [www.mrca.org/ycc](http://www.mrca.org/ycc)  
or email Megan Miller at [mmiller@mrca.org](mailto:mmiller@mrca.org)





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*Steve Weinert, T&R Chair*

### **What is a Metal Folder**

The traditional sheet metal hand brake has been automated into machines that largely emulate the manual motions of hand brake in a semi-automated form. Usually these entry level Metal Folders add power and indexing, all controlled electronically, to basic format of the metal hand brake configuration. Fully automatic advanced configurations exist using other metal bending technology, and these advanced machines often minimize the human participation in fabrication.

For our purposes we are looking at the entry level machines that fold metal like a hand brake does.

### **Some Examples**

Examples of this technology are manufactured by a number of firms and marketed under a variety of trade names. While not interchangeable they mostly share characteristics.

### **The under-recognized risks**

While the in-use lengthy safety track record for these metal folders is sound, and arguably are less hazardous

to the worked that the known repetitive motion issues of a manual hand brake, they do have several aspects of under-recognized safety hazards.

**In Use Hazards:** The machine will open its jaws wide enough to accept a work blank including partially fabricated work in progress. The opening may exceed the 1/4-inch regulatory allowance.

**Calibration Hazards:** Often at start up, material changes, and some in-process indexing needs, a machine may fully open, extend and/or close in order to establish start and end of motion calibration.

**Maintenance Hazards:** Some machine service routines also may fully open, extend and/or close as part of the service procedure.

**Fail-Safe Hazards:** Most machines have minimal protection against machine failure, gross operator error, and deliberate misuse.

**Mode of Failure and Sequential Failure Hazards:** In field examination of several types of Sheet Metal folders and some of the accessory “safety gear” there was little observed through-engineering dealing with add-on safety equipment

integrity, failure, sequential (multiple) failure, and other interference. In most observed cases these add-on systems were unreliable and often bypassed or ignored.

## “a young operator pinched the very tips of his thumbs in one of our machines”

### Casualties and consequences of not managing this risk

I'm writing this article because a young operator pinched the very tips of his thumbs in one of our machines. A purposeful decision to use an undersized blank, too narrow for the automatic indexing of the machine, put his hands in harm's way.

While it was a human error in judgment and violation of training, not to mention safety rules, our operator got off lightly with minor injuries.

In investigating best practices, I did learn of some very traumatic injuries individuals received by basically putting their hands or even arms into the machine while in operation. Privacy rules kept the full investigation results confidential, making it impossible to establish exactly how they ended up hurting themselves, whether there were other issues leading to the gross misjudgment or even if the injuries were fully accidental.

From the level of publicly faced information available it is pretty certain that some of the injured were not returned to duty. Again, the reasons are obscured by privacy rules.

Misused or accidental injuries of metal folders will hurt and may be life changing.

### Brief History

Metal Folders came to the USA market in the 1970's and 1980's as affordable fabrication equipment intended for the architectural sheet metal shop.

Early equipment had limited feature sets and may have needed to be programmed for each series of bends. By the mid-1980's many of the machines featured some sort of graphical control head and way to store programs for reuse.

By the 2010's the machines often became network aware, gain varying levels of auto-calibration, and may have a touch screen to access built-in design layout logic.

Resolution of indexing and repeatability between pieces of production runs greatly improved over this 30+ year history, while the basic machine designs largely remained the same.

The limitations in mitigating risk exposures with Metal Folders

### Regulatory Quagmire

The safety regulations for a Metal Folder are surprisingly

complex in places and pretty absent in other places. At the international level ANSI standards appear, which several countries have domestic regulations covering some aspects of sheet metal folders.

### What Standards Say

Here we start our trip down the rabbit hole, as at the ANSI Level sheet metal folders are offered an exemption from many ANSI B Level standards and no ANSI C level (more specific) standard has been approved.

Largely the safety of these machines has been left to the equipment manufacturers or local domestic regulations.

### What other Safety Jurisdictions Say

In most countries and safety jurisdictions compliance with relevant ANSI standards meets the localized requirements. One manufacturer's machine researched was found to be compliant in over 110 countries.

A few cases some local additional regulations were discovered, but the purposes seemed to be less sheet metal folder specific than localization like requiring translations into the local language for signage, labels and documentation.

### What OSHA Says

Here in the USA we have an interesting situation where the DoL's OSHA participates in the ANSI program from an input & development angle, sometimes makes reference to ANSI standards, but sets ANSI aside when it comes time to make safety evaluations.

Meeting with OSHA officials doesn't make the situation much clearer, as we seem unique in participating in the ANSI development but ignoring it for regulatory enforcement.

Without wading too far into the murky pools of the reasons why, the net effect is the exemption in the ANSI B standards for Metal Folders is not recognized by OSHA, and where OSHA lacks a specific regulatory stance a gravitation to the "general duty clause" becomes the default standard.

In our situation OSHA asked us to implement add-on safety gear that while mentioned on-line is unavailable - we couldn't even gain access to a prototype.

We next investigated if we could "roll our own" by looking at any gear out there we could find and by bringing in professional engineers to try to develop add-on safety gear.

### Limiting Laws of Physics

Physically there are some severe limitations on sensor placement, sensor capabilities to distinguish between the work material and the operator, difficulties with co-location of sensor axis with the geometric axis of operation of the equipment and other conflicts.

We were unable, as were the engineers and consultants employed also unable, to find off the shelf sensor technologies that could be used. The laws of physics stood in the way.

### Limiting Laws of Economics



Working with a major international sensor manufacturer, including commissioning two extensive study projects with the engineering team, we quickly discovered that the project economics were adverse.

To work towards development of a potential sensor that might work for a percentage of the time was looking to cost much more than the typical \$150,000-\$225,000 cost of a sheet metal folder, if the sensor was produced in some quantity. In we were to produce a system for our two machines, plus a set of spares the costs would have been much higher.

While economics never thwart a good safety initiative, they would cause the end of power sheet metal folders use, and reverting things back to hand brakes would lead to more injuries through the known repetitive motion issues.

### The Certification Issues of Home-Brewed Solutions

We did have a good look at one home-brewed safety configuration. While it may have met the spirit of OSHA's request, it did so by compromising the (current now unavailable) sensors with unapproved modifications, lacked much in the way of fail-safe assurances, was largely built out of non-certified components, and was found to generate so many false alerts that it needed to be turned off to do much real work on the machine.

To have a certified safety system all components need to be certified and the various scenarios of sensor failures needs to be understood & mitigated. There are limitations on sensor modifications, and the need to mask off most of the sensor's field of view we saw looked to exceed the allowable modifications.

Most important was the realization that the sensors could NOT differentiate between the work and the operator, so often the sensor system needed to be disarmed.

### Internet Vaporware and Unobtainium

Several comprehensive Internet searches found various mentions of systems. A few were machine specific, typically for hinge-less open frame folders, but they were at least shown in prototype form. While offered and promised as available or "soon available" the add-ons intended for the traditional sheet metal power folder are not readily available. Searching Internet archives identified that the "vaporware" claims are nothing new, with some vendors suggesting their product would be "ready soon" for more than five years.

Digging into the issues of why the promoted systems remained unavailable the same "unobtainium issues" were found to be behind much of the unavailability - lack of suitable sensors, lack of sensor space in the hinge-point, inability of sensors to distinguish work from operator, and harshly adverse economics.

### Specialty Solutions for Specialty Situations

Research did discover a few specialty systems for special situations involving metal folders. Some shops use several operators each presenting, loading and handling separate

small pieces of work at the machine cycles. There were several solutions mitigating the multiple operator in the workspace area issues, though these solutions didn't appear to address all of the identified hazards, but in all honesty once we realized the systems could not be adapted to architectural shop work we didn't evaluate them in depth.

### Comments on Risks in Contrast to Manual Equipment

It is worth noting that many of the more minor risks are parallels of the risks from manual equipment, and as most manual equipment is worked as a two-man team some additional risks apply to manual brakes.

As the clamping action is partially controlled each manual brake operator, the risks of a pinch "cause by others" is potentially higher.

The "grunt" of operating a manual brake for bends and crimping hems is a known strenuous repetitive work issue and is a large part of why shops invest in power equipment.

A set of techniques a contractor can use to make Metal Folders usage safer

### A Deeper Evaluation of the Risks

Returning to the power metal folder risks, we did a deeper look at potential ways to mitigate the risks we identified. The vast majority of the risks required a human failure to result in personal injuries.

While we were unable to directly have access to the discussions and rationale of the ANSI exemption of power metal folders from standards, through some of the past participants we did get an assessment that our study was far from trail blazing, and that those before us centered their safety focus on human mitigation.

### Mitigation Through Training

The primary access of human mitigation of power metal folder risks is TRAINING. Each manufacturer offers product focused safety training. As we had continued with training our personnel to the manufacturer's standards, including periodic retraining by their representatives, we made it a company policy that ONLY trained personnel can operate our metal folders. The shop superintendent is in charge of policing usage per company policy.

### Mitigation through Access Control

As we learned that some injuries across the industry had occurred during untrained and unauthorized machine usage, and as a corollary much machine damage also occurred as a result of this type of usage, we're making good use of the machine lock-out provisions both at the machine control head and in controlling whether the machine is powered. As we always had the capabilities and the policies, in our case we needed to reinforce the discipline of making sure the machines could not be used if even briefly unattended.

While a low-level risk, as the operator would have awareness of someone encroaching the backside of a machine, we are further augmenting access control with marked can chained

off “no go areas” in our sheet metal fabrication shop redesign currently underway.

### Absolute Safety Standards if a Fault Developed

We’ve also tightened up our existing policy that a machine cannot be used for production if it has a fault. By tightening up our lock-out and key control we’ve moved an intent to an absolute. Only service techs or our own people under the direction of service techs are allowed to energize a machine that has developed a fault.

### Summary of Recommendations for Safer Operations

Noting that add-on systems are unavailable, may only partially mitigate risks if they were, have false positives and missed positive issues, are often bypassed as a result, and in that the end still completely depend on operator training and discipline, we’ve returned to absolute basics:

- Train, Train, Train
- Control Access, including locking the machines out
- Strict procedures in addressing any machine faults
- Continued supervisor oversight and gate-keeper control

As we’ve operated these machines for nearly forty years with only the single operator’s error leading to an injury, we’re confident that training and discipline can keep these machines safe.

## RECOMMENDATIONS TO MEMBERS

### Document your Training

- First recommendation to Members is to document your training. If you have any holes, get that training caught up. If you haven’t any formal safety training for your machine see if you can get the manufacturer to help you with training.
- As a minimum every operator, and anyone supervising or administering access control should be safety trained.
- Consider periodic retraining.
- As a reminder for signatory members you may have training funds available that can offset some of your training costs.

### Take control of Machine Access

- Second thrust is to limit operator access only those you have trained and approved.
- Use the machine key and implement lock-out of the power.
- If your shop is large enough to have control issues, you may want to log keys & operators, but that would seem silly in a small shop.

### Mark Off and Control Access to Machine Space

- By marking off and controlling access to machine space you can reduce any potential for a non-operator being too close to the machine.

- Standard machine access limiting techniques should be used.

### Watch for Safety Improvements

- Members should periodically ask their machine’s manufacturer if there are any safety upgrades/updates available. We do this at each annual service.

### Verify and Document your Program

- Every robust program stands up to being examined and verified.
- Members should periodically revisit their program, check their training records, and document that they did a program “health check.”

## APPLICATION TO OTHER MACHINES AND RISKS

### Tread carefully

While the principles and research direction we took for our project may seem to directly apply to researching other safety concerns, tread carefully.

Sorting through the OSHA, ANSI, and other standards is a complex project. Several times deeper research challenged the understanding we had gained in initial examination.

Not getting things right can lead to unprotected hazards, potentially concealed/masked hazards, and get you cross ways with the regulators.

### Use Experts

It is best to consult and at times subcontract research to experts. We used the legal professionals affiliated with our association, an impartial hired safety professional engineer, an international safety sensor manufacturer, and did small consultations with a half dozen other safety firms. We also looked to our machine’s manufacturer for some support and developed a fruitful working relationship with our area’s OSHA team.

Be aware that in the case of the machine manufacturer their position needs to center on supporting the safety, training and regulatory posture they are bringing to the market, and they may not be able to respond with as much detail as one might like.

Also, the OSHA team will be incorporating their organizational stance, pretty much has to generalize or make generic suggestions, and that OSHA never approves anything - rather they basically stop disapproving of solutions that meet their regulatory and safety goals.

### Have someone else take a look at your work

It is also worthwhile having someone else look over your findings. In our case we went back to our hired professionals, our counsel, and to OSHA in a candid discussion to review our findings. Not only does this work towards achieving consensus among the parties, it is reassuring that others come to the same conclusions when back-checking your work.



## MRCA MEMBER: Roofmasters Roofing & Sheet Metal, Hays, Kansas

**WEBSITE:** [www.roofmastersroofing.net](http://www.roofmastersroofing.net)

**PROJECT NAME:** Gasconade County Courthouse

Project Location: Hermann, Missouri

**TYPE OF WORK:** Architectural Sheet Metal

**SPECIAL FEATURES:** The existing roof was a 3 tab shingle roof with original copper inlaid guttering at the perimeter. The Center Tower had been roofed with a stainless steel sheets screwed to the wood deck over multiple layers of Felt underlayments.

The new project consisted of Patina Green Tremco 24 Gauge 16 inch on center T138 roof panels over a hi-temperature self-adhering underlayment. Many shapes and curves posed craftsmanship of an unprecedented level. New Copper Soldered Guttering at the Built in guttering was formed and installed on site along with copper round downspouts. Each Turret was stripped to the wood deck with new Hi temp underlayment then installed with Copper Cote T138 roof panels curved on site. Various trim parts were also hand formed on site with a folder and shear. The Tops of the Turret finials were hand formed with a sphere and spike and then painted with a high quality Patina Green Paint to replicate the same style and craftsmanship of old. Additionally the towers were painted with a high quality White coating by Tremco.

**TAKEAWAY:** The challenges were immense. Much of the wooden gutter system had to be rebuilt as there was rot from years of weather events. Scaffolding was erected around the tower to help aid in safe removal and replacement of the Roof system. Each panel had to be cut by hand and fit on the entire project. Many thanks go out to the amazing workers who take the time for craftsmanship.





## MRCA MEMBER: KPost Company – Dallas, TX

**WEBSITE:** [www.kpostcompany.com](http://www.kpostcompany.com)

**PROJECT NAME:** The Statler Dallas

**PROJECT LOCATION:** Dallas, TX

**TYPE OF WORK:** Roofing and Waterproofing

**SPECIAL FEATURES:** It was a multi scope project which lasted over 4 years in total. This project gave KPost a stamp on Downtown Dallas being that this project was a massive historical remodel that would stand for decades to come and that hundreds of thousands of people would see and explore. It was a monumental project for the city of Dallas, as well as KPost.

**TAKEAWAY:** Using a helicopter to load the roof when working in downtown because it would have taken twice as long with a crane due to the necessary crane permits and street closure permits.



**HAVE A PROJECT YOU WOULD LIKE TO SHARE?**

Visit [www.mrca.org/projectprofile](http://www.mrca.org/projectprofile) or Contact Megan Miller at [mmiller@mrca.org](mailto:mmiller@mrca.org)



## A Brief Introduction & History to Aluminum Composite Panels



By Norman Menegay, Jr. – Sheet Metal Operations Manager - Advanced Industrial Roofing, Inc.

Aluminum Composite Panels, ACP, are sandwiched panels consisting of a top and bottom layer of an aluminum alloy sheet bonded to a middle layer of a non-toxic low-density polyethylene (PE) core panel. In most instances, a layer of protective film, which can be peeled off, is installed over the top layer of aluminum to safeguard against scratches.

The idea and testing of combining aluminum alloy sheets with various other materials was proposed by researchers at Swiss Aluminum back in the 1960s, with the intention of meeting particular demands of certain industries with distinct features such as: light weight, high strength, and various aesthetic possibilities. As a result of those intentions, early aluminum composite panels were mainly marketed to the Transportation Industry.

In 1965, the production process of aluminum composite panels was confirmed, and after years of analysis and study, aluminum composite panels were introduced. The brand ALUCOBOND, for the first time in 1969 by the joint venture of Alusingen and BASF.

Over the past 50 years, especially after Alusingen's patent on the process of ALUCOBOND expired in 1991, the industry has seen several players enter the industry. ALCOA, ETEM, and MITSUBISHI to name a few. ACM developing into MCM, reflecting the inclusion of steel, copper, zinc, and stainless steel. Learning more about the advantages of ACM / MCM through testing and engineering. Some advantages include weather resistance, corrosion resistance, impact resistance, fire prevention, moisture proof, sound insulation, heat insulation, and earthquake resistance. Multiple Installation Systems have been introduced such as: 1 and 2 piece Molding Seal, Rain Screen, Route and Return Wet Seal, Route and Return Dry Seal, and multiple variations to the Rain Screen.

With this small piece of history in mind, hopefully it sparks an interest to do some research, ask questions, and help open the door to new ideas.

### Wet Seal, Dry Seal, and Rain Screen Composite Panels

I'll start by saying these panel systems function efficiently when designed, engineered, installed, and maintained correctly. When Designers are selecting a panel system, they have to consider several items such as: budget, aesthetics, maintenance, and the function of the wall assembly on the structure.

As some of you know, over the years, the techniques and systems have evolved considerably. At the beginning of this development, the Route and Return Wet System was considered to be the most reasonable way to install Aluminum Composite Panels. It relies on silicone sealant at all panel joints, intersections, and end walls for the air and water barrier. This system utilizes male and female clips to attach the panel to the structure and can accommodate any type of panel design whether simple or complex.

After a number of projects had been installed over the

years, everyone learned about the challenges this system brings. First, keeping it clean. If owners don't maintain their building this will become an issue. As most know, silicone caulking attracts dirt and overtime between rain cycles, dirt weeps from the caulk and down the face of the composite panels. If left go, this will cause the caulk joints and panels to look extremely dirty within a very short period of time, and possibly result in the silicone caulk needing replaced. Second, managing the moisture that will inevitably enter the panel system. As with any type of exterior construction, moisture entering the system is a potential problem. Controlling moisture was one of the biggest problems with the Wet Seal, because the caulk joint is the primary weather barrier and pinholes in caulk happen. It's near impossible to install a bead of caulk with not so much as a pinhole within the bead. Now when you throw wind load and negative pressure in the mix, every single pin hole will suck moisture into the wall system with no way out, creating black mold. Lastly, this system is the least complicated to install. Which inevitably brings a gang of contractors that want to give it a try, followed by quotes that don't make sense, followed by a lot of unacceptable work being completed and unhappy customers. This is something that happens in every trade, and just needs overseen more by manufacturers and evaluated by CM's, GC's, and Owners. This is now happening more with the CM at Risk Projects.

Now the Route and Return Dry system operates similar to the Wet Seal but utilizes gaskets at the panel joints in lieu of the silicone caulking, continuous extrusions around each panel, and a secondary gutter system to ensure a water-tight system. Obviously, with the elimination of the silicone, it allows the panels to stay much cleaner through the years. In general, a typical rainfall should be enough to keep the panels looking clean. Decent selling point to an owner, low maintenance. Unfortunately, a couple disadvantages are the increased cost, (which is most likely due to increased install time, and continuous aluminum extrusions), and it didn't scare the gang of unqualified contractors away.

Lastly, The Route and Return Rain Screen System. This system has pretty much combined all the positive features of the wet and dry joint composites and left all the negatives in the past. There's no silicone caulking, negative pressure is eliminated due to open joint ventilation, and it's typically an easy install. These negative features have been eliminated over the years by Fabricators and Engineers taking the time to research, test their systems, and using their experience to bring multiple variations of this system to the table. It's by far the most common type of panel system I see specified on projects today. I believe this is due to the testing that these fabricators have done on their specific systems, which enables them to share data with architects, designers, and engineers. It's also allowed for additional options with reveal sizes.

In conclusion, I believe that all of the different composite panel systems, even the ones not directly discussed, will work very well on any building if the time is taken during the design and engineering stage to evaluate all aspects of the project. I'm looking forward to seeing where the industry will be in the next 10-20 years.

# Understanding the Pros and Cons of Your Business Structure



By Brian Oles – Oles & Associates

An important decision for business owners is choosing the type of business entity to operate as during the course of business. Each type of business structure has various pros and cons in relation to organization and business operations.

## Sole Proprietorship

A sole proprietorship is a popular choice for businesses due to the ease and low cost to set up. A sole proprietorship is owned by one individual who is in charge of business operations and is not hindered by requirements to hold annual meetings or consult with other individuals on the direction of the business.

Another benefit of a sole proprietorship is that there is not a separate tax return to be filed. The profit or loss is reported on the owner's individual return on a schedule C or E. For legal and accounting purposes, there is no separation between the business and the individual which could present problems due to an accident or a loss.

The owner of a sole proprietorship has unlimited liability and is therefore responsible for all losses that may be incurred by the business as a result of roofing accidents and lack of profit. The losses extend to the individual, which could result in loss of personal property to cover the loss.

## Limited Liability Company (LLC)

An LLC is a unique business structure because it can be taxed as either a partnership or an S-Corporation and it provides protection for the business owner by limiting the liability to only the business which can protect them from business losses.

An LLC taxed as a partnership can prove beneficial for growing businesses because there is an opportunity to have multiple owners who can contribute capital to the business. In a partnership, responsibilities can be shared which will alleviate the stress of one person trying to run the entire business on their own. This also means that owners share gains and losses incurred in the business between each other regardless of who is responsible for them.

An LLC taxed as an S-Corp allows a business to be incorporated while still retaining the benefits of an LLC. An S-Corp can be comprised of one shareholder or up to one hundred shareholders which could provide opportunities to generate additional capital to fund business operations. A shareholder can take distributions from the business which are not subject to tax. With an S-Corp, shareholders are taxed on their portion of profit or loss.

Whether the LLC is taxed as a partnership or an S-Corp, both are considered pass-through entities. A pass-through entity is an entity where the profit or loss is taxed at the

individual level as opposed to the business level. Unlike a sole proprietorship, both entities require filing a separate tax return in addition to an owner or shareholder's personal tax return.

## Qualified Business Income Deduction for Pass Through Entities

A significant benefit of a pass-through entity like those described above is it allows the owners or shareholders the ability to take advantage of the new tax deduction for qualifying businesses. This new deduction allows individuals who qualify to deduct up to twenty percent of qualifying business income in order to lower the individual's taxable income. The qualified business income deduction is not available for C-Corporations.

## C-Corporation

A C-Corporation is the most complex business structure which requires multiple documents to be filed with the federal and state governments in order to be granted a C-Corp status. Like LLCs, a C-Corp offers owners and shareholders protection against losses and debt incurred by the business.

An advantage of a C-Corp is the ease of generating capital because it can issue various classes of stock offering greater control over ownership of the company. C-Corps also benefit from a flat tax rate of twenty-one percent on profits from the business.

A C-Corp has a perpetual existence which means it will exist indefinitely regardless of if an owner or shareholder leaves or dies. This makes it easy to transfer ownership because the transfer is done through the exchange of stock.

## Conclusion

While each type of structure has pros and cons, an important aspect to consider is where the business is going in the future and how complex the owners need the business structure to be. For more information on which business entity is right for you, feel free to reach out to our office at (614)-487-0774 or visit us online at [www.oles-cpa.com](http://www.oles-cpa.com).

## About Us

Oles and Associates is a mid-sized accounting firm located in Columbus Ohio. We focus on helping individuals and businesses with their financial reporting, accounting, and tax needs.



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# IOWA



**Iowa Roofing Contractors Association's Annual Golf Outing**  
 June 28, Ankeny, IA – Another beautiful day on the golf course for the Iowa Golf Outing this year. Many thanks to MRCA Director, Jason Blickenderfer of Alpha Roofing in Nora Springs, Iowa, who represented MRCA again this year. "I wanted to make sure that the contractors of Iowa know the importance of MRCA and that they should get to the Conference in Kansas this November."



Congratulations to Mike Lentz of Academy Roofing and Sheet Metal out of Des Moines for winning the MRCA cooler!



# KANSAS



**SPEC Golf Outing**  
 June 12, Kansas City, Kansas – SPEC Building Materials held their 28th Annual Golf Tournament at the Dub's Dread Golf Course. "The 2019 SPEC Golf Tournament was a huge success! We wouldn't be able to do an event like this without the support of our manufacturing partners as well as all our great contractors that take the time out of their busy schedules to enjoy the day," said Brian Boots of SPEC. Special thanks to SPEC for their wonderful hospitality, and MRCA Directors, Luke Haines of Roofmasters and Chris Daly of KAW Roofing, and MRCA Past President John Daly for representing MRCA at this event!



# KANSAS

**Michael Daly Memorial First Annual Poker Run**  
 May 10, Shawnee Mission, Kansas – The Michael Daly Memorial Scholarship Foundation held its 1st Annual Poker Run and MRCA was honored to be there! The day was a great success with over 150 attendees visiting 5 area roofing distribution locations including, ABC Supply, Midway Wholesale, Gulf Eagle Supply, Midwest Roofing Supply, Roof Depot/RSG and SPEC. "It was our first poker run to benefit our scholarship fund. To date, we have written scholarship checks for over \$265k in 8 years to recipients with ties to the local roofing and sheet metal industry. We had terrific weather, lots of fun and great fellowship. I cannot wait until next year's poker run," said Danny Bryson.





# ROAD TRIP 2019



## INDIANA

### Indiana Roofing Contractors Association's Annual Golf Outing

June 26, Lebanon, Indiana – Indiana Roofing Contractors took over the course at the Golf Club of Indiana on a beautiful summer day. Many thanks to MRCA Director, Jim Huntington of AAA Roofing out of Indianapolis, who was in attendance to represent MRCA.



If your local Association is holding an event in the Midwest and would like MRCA's help to promote it, just contact MRCA Staff at 800-497-6722 or [info@mrca.org](mailto:info@mrca.org).



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